

By the Commodities

Soybean Exports Soar Under SCGP

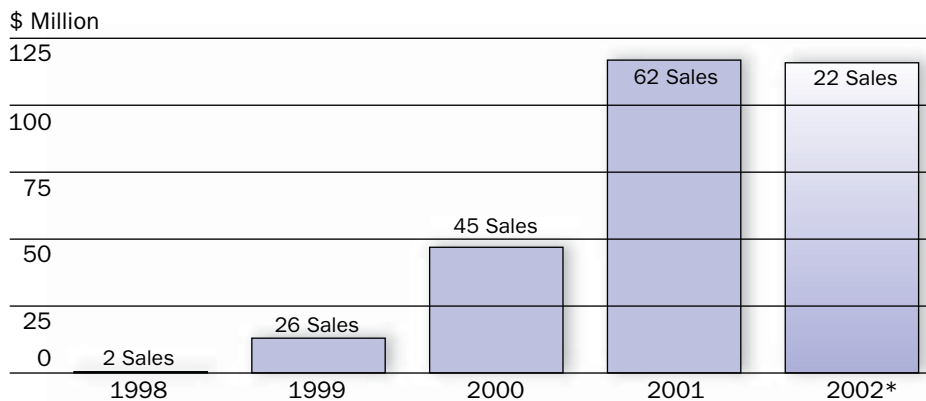
By Mark Rasmussen

While many sectors of the agricultural industry have taken advantage of the Supplier Credit Guarantee Program (SCGP), the soybean industry has been particularly successful. In fiscal 2001, \$117 million in soybeans and products were exported under the SCGP, and nearly that amount moved during just the first three months of fiscal 2002.



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The SCGP Has Contributed Substantially to U.S. Soybean and Soybean Product Exports



*As of December 31.

The program has not only increased sales, but also encouraged exporters to expand lines of credit to importers. The average transaction size for soybeans and products under the program jumped from \$230,000 in 1998 to about \$1.9 million by 2001.

Most SCGP sales of soybeans and related products go to Mexico and Central America. However, program use is increas-

ing in more distant markets, such as Russia, Indonesia and Egypt. ■

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